Mohamad Koussa

Group Head of Procurement & Supply Chain | Strategic Sourcing | Category Management | SAP | Oracle | UAE

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PROFESSIONAL SUMMARY

Results-driven Group Head of Procurement & Supply Chain with 13+ years of progressive experience delivering measurable impact across strategic sourcing, category management, supply chain optimization, and procurement transformation in the UAE. Currently directing $300M+ in annual procurement spend at Bukhatir Group, a diversified conglomerate operating across construction, real estate, education, and services. Expertise spans end-to-end Procure-to-Pay (P2P) process design, Supplier Relationship Management (SRM), Total Cost of Ownership (TCO) analysis, RFQ/RFP/RFI execution, contract lifecycle management, and ERP implementation (SAP, Oracle e-Procurement). MBA graduate from Universite Catholique de l'Ouest, France. ISO 45001 Lead Auditor certified. Proven track record of building high-performing procurement functions, achieving significant cost savings, and aligning supply chain strategy with business objectives.

CORE COMPETENCIES

Strategic Sourcing | Category Management | Procure-to-Pay (P2P) | Supplier Relationship Management (SRM) | Total Cost of Ownership (TCO) | Cost Optimization | Vendor Management | Contract Negotiation | RFQ / RFP / RFI Management | Framework Agreements | Incoterms | ERP / SAP / Oracle e-Procurement | Supply Chain Optimization | Risk Management & Compliance | Team Leadership | Stakeholder Engagement | Budgeting (Capex / Opex) | Facility Management | HSE / ISO 45001 | Sustainable Procurement | Power BI | AI Tools & Automation | Global Sourcing | Spend Analysis | Demand Planning

PROFESSIONAL EXPERIENCE

Group Head of Procurement & Supply Chain

Bukhatir Group | Sharjah, UAE

March 2022 - Present

Lead all procurement and supply chain operations for Bukhatir Group, a multi-sector conglomerate with operations spanning construction, real estate, education, facility management, and services across the UAE. Accountable for $300M+ in annual procurement spend, strategic sourcing strategy, category management, supplier relationship management (SRM), and P2P process transformation.

- Developed and executed group-wide procurement strategy encompassing strategic sourcing, category management, and spend analysis - delivering significant cost reduction across all business verticals
- Designed and implemented Procure-to-Pay (P2P) workflows and ERP-based procurement processes (SAP / Oracle), improving process efficiency and audit compliance
- Led RFQ, RFP, and RFI processes for high-value contracts, negotiating favorable terms and Incoterms with international and local vendors
- Established Supplier Relationship Management (SRM) framework, vendor performance scorecards, and framework agreements - reducing supply risk and improving service levels
- Applied Total Cost of Ownership (TCO) analysis methodology to capital and operational expenditure decisions
- Built and mentored cross-functional procurement team; drove talent development and knowledge transfer
- Implemented sustainable procurement practices and HSE / ISO 45001 compliance across supply chain operations
- Delivered data-driven insights using Power BI dashboards for spend analysis, KPIs, and executive reporting

Lead Supply Chain & Operations Manager

American School of Creative Science (ASCS) | Sharjah & Dubai, UAE
March 2017 - July 2021

Oversaw supply chain, facilities, and operations management across three school campuses, ensuring compliance with company policies, regulatory requirements, and HSE standards.

- Unified procurement processes across three campuses, delivering measurable cost savings without quality compromise
- Chaired the Health & Safety Committee; led HSE audits achieving 'Very Good' MOE rating
- Managed Capex and Opex budgeting across all facilities with full financial accountability
- Oversaw transport fleet of 70+ buses serving 1,500 students with zero safety incidents
- Achieved NEASC Accreditation for ASCS Maliha branch (Section G - Facilities & Resources)
- Obtained ISO 45001 Lead Auditor and IOSH Managing Safely certifications

Supply Chain & Operations Manager
American School of Creative Science (ASCS) | Sharjah, UAE (Maliha Branch)
September 2014 - March 2017

- Directed day-to-day school operations and supply chain functions, supporting 600% student growth since 2013
- Opened, equipped, and operationalized 4 new buildings across 5 construction phases
- Reduced educational resource procurement costs through strategic sourcing initiatives
- Completed PMP Training certification

Earlier Career (2010 - 2014)
Admin Officer - American School of Creative Science, Sharjah (2013-2014) | Executive Manager - The E-Vision, Lebanon (2011-2013) | Assistant Manager - Eduware, Lebanon (2010)

EDUCATION

Master of Business Administration (MBA)
Universite Catholique de l'Ouest | Angers, France | 2023

Bachelor of Business Administration (BBA)
Universite Libano-Francaise | Lebanon | 2009

CERTIFICATIONS

- Supply Chain Management Specialization (5-Course Series) - Rutgers University, USA (Online) | 2022
- Computational Thinking & Problem Solving - University of Michigan (Online) | 2021
- ISO 45001 Lead Auditor Training & Certification - TUV SUD, Dubai, UAE | 2019
- IOSH Managing Safely Course & Certification - International HSE Council, Dubai | 2018
- PMP Training - Formatech, Dubai, UAE | 2015

LANGUAGES

Arabic (Native) | English (Professional - Full Business Proficiency) | French (Professional - Full Business Proficiency)

TECHNICAL SKILLS

ERP Systems: SAP, Oracle e-Procurement | Analytics: Power BI, Microsoft Excel (Advanced) | Productivity: Microsoft Office Suite, SharePoint | AI Tools: ChatGPT, Copilot for procurement automation | Procurement Tools: RFQ/RFP management, spend analytics platforms